



U.S. DEPARTMENT OF COMMERCE
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BISNIS SEARCH FOR PARTNERS

Published by the Business Information Service for the Newly Independent States (BISNIS)

The Business Information Service for the Newly Independent States (BISNIS) is the U.S. Government's clearing-house for trade and investment information on the Newly Independent States of the former Soviet Union.

BISNIS publishes **SEARCH FOR PARTNERS** to help U.S. companies find investment opportunities in the expanding markets of the former Soviet Union.

SEARCH FOR PARTNERS is also distributed via bi-weekly e-mail broadcast. A limited selection of these leads are published in this monthly newsletter. Previous e-mail broadcasts are available through the BISNIS home page at www.bisnis.doc.gov. To receive the biweekly report, e-mail BISNIS at isnis@ita.doc.gov or call (202) 482-4655.

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ARMENIA

Industry: Security Systems

Company: Ellipse

Founded in 1989 as a private company, Ellipse specializes in the importation, development, installation, and maintenance of security systems. The company is an exclusive distributor of C&K Systems (U.S.) and the Japanese computer companies in Armenia. Ellipse holds up to 90 percent of the local market for security systems. The company's clientele includes the Central Bank of Armenia, a number of large Armenian banks, the Armenian Nuclear Power Plant, Yerevan-Zvartnots International Airport, Coca-Cola Bottlers Armenia Company, and many others. Ellipse owns 11,500 sq. ft. of production space in Yerevan and employs 50 people, among them a team of highly professional engineers and technicians. The production volume for 1998 totaled over US\$500,000.

Ellipse is seeking a U.S. joint venture partner to produce and assemble security systems in Armenia. Ellipse also seeks a dealership agreement with a U.S. security system supplier. The company can conduct business in English.

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Source: BISNIS Representative in Armenia

GEORGIA

Industry: Oxygen Producing Equipment

Company: Penguin Ltd.

Established in 1994, the private company Penguin Ltd. employs 16 people. It is located in Samtredia, 280 km from Tbilisi and 30 km from Kutaisi, the second largest city in Georgia. Penguin produces technical oxygen, consisting of 99.7 percent oxygen; medical oxygen, consisting of 99.2 percent oxygen; liquid nitrogen, consisting of 99.5 percent nitrogen; and pressed technical air. The customers that use technical oxygen are the Railway Department of Georgia and small private firms, which have metal, car and truck repair shops. Hospitals and maternity clinics use the medical oxygen. Liquid nitrogen is used in very small quantities by some oncology hospitals and cosmetic doctors for their equipment. Penguin Ltd. is the only

enterprise in west Georgia that is producing these kinds of products. The company's annual sales total US\$32,000. The company uses Russian-made equipment, which requires more electricity than Western counterparts. This equipment can only produce oxygen and nitrogen, while Western equipment can produce argon and other air components. Penguin seeks an American joint venture partner in order to obtain and install more modern equipment.

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Source: BISNIS Representative in Georgia



Industry: Canning

Company: Kutaisi Canning Factory

Kutaisi Canning Factory is a 100-percent private enterprise. It was established in 1933 in Kutaisi and privatized in 1994. The company has 89 employees. The enterprise occupies 13 hectares of land, has 7 shops, a well-equipped warehouse, and a railway connection to the warehouse. Its sales in 1998 were US\$20,000. Kutaisi Canning Factory wants to start production of concentrated grape juice. Its technology is old fashioned and according to its management it does not to produce standard Western concentrated juice. Grapes are a major product of the Georgian agricultural industry. Kutaisi Canning Factory needs new technology for the production of concentrated grape juice, particularly small and medium-sized equipment, and is seeking U.S. investors or joint venture partners.

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Source: BISNIS Representative in Georgia



Industry: Canning

Company: Terjola Canning Factory

The Terjola Canning Factory was established in 1976, 30 kilometers from Kutaisi, and was made into a joint-stock company in 1996. The company produces different types of fruit and vegetables preserves and dry fruits. The product is canned in glass jars. The company's annual sales total US\$70,000. Most of its equipment was made in the USSR and is still in working condition. The enterprise has two departments, a boiler house and an electric substation, powered with natural gas. Currently, the Terjola Canning Factory is not working at full capacity. According to the management, it has a marketing problem. The company seeks a joint venture partner to invest in the modernization of the company's equipment and to help the company distribute its products.

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Source: BISNIS Representative in Georgia



Industry: Internet Service Provider

Company: Sanet Network

Sanet Network is an Internet service provider based in Tbilisi, Georgia. A group of Georgian entrepreneurs founded the company in 1993. From 1993 to 1997, Sanet provided e-mail services through a Russian company. In 1995 Sanet launched all the standard Internet services with direct satellite channel services. The initial connection speed was 64K, with an upgrade to 128K in mid-1996. In 1997 Sanet installed its own satellite earth station running a 256K independent channel to the United States. with the same speed of connection to a U.S. Internet backbone. A few months later, Sanet changed its Internet service provider from Digex Communications to UUNET Technologies, with a speed increase to 384K. From 1997 to now, Sanet has periodically increased its channel bandwidth, and now it is at 1280K. Sanet launched a wireless network in early 1998. Due to poor communications infrastructure in certain districts of Tbilisi, this method of connection became a popular way to connect to the Internet and to build Intranets. The wireless network is based on the Aironet's 2.4GHz technology and covers Tbilisi with the Tbilisi TV Tower as its main point. In 1998 the company established a new unit for the design and maintenance of world wide web home pages. Recently, Sanet established a branch in Kutaisi, the second largest city of Georgia; it provides all the standard Internet services. Now the company has more than 3,200 customers and holds 63 percent of the Georgian Internet market. Sanet Network has no debts and liabilities. Its net profit increased from US\$63,258 in 1996 to US\$152,800 in 1998. The company has prepared several projects which require outside investment. Thus, Sanet seeks a foreign investor seeknig to enter the Georgian telecommunications market. The company's business overview is available upon request from Sanet.

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Source: BISNIS Representative in Georgia

KAZAKHSTAN

Industry: Medical Center

Company: Research Scientific Institute of Traumatology and Orthopedics

Research Scientific Institute of Traumatology and Orthopedics (RSITO), a private medical center, was established in 1994. The center specializes in consultancy and treatment of patients with osteopathic problems, and the development of orthopedic rehabilitation devices. RSITO holds 10

Kazakhstani patents.

RSITO currently employs four people. Its annual sales and production volume totals US\$5,000. Among its business partners are companies from the United States, Switzerland, Turkey, and international traumatology and orthopedics centers. Dr. Abdurazakov, RSITO Director, is the Chief Traumatology-Orthopedist of the Kazakhstani Ministry of Public Health and has extensive government and, increasingly, business experience.

RSITO seeks a U.S. joint venture partner/investor to establish a U.S.-Kazakhstani traumatology and orthopedics clinic in Kazakhstan, to establish manufacturing of orthopedic devices in Kazakhstan, to participate in joint scientific research, and/or to establish a training center to prepare doctors with specialization in traumatology. The company can conduct business in English.

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Source: BISNIS Representative in Kazakhstan



Industry: Construction Materials

Company: Aitmurzin's Farm

Aitmurzin's Farm, established in 1995, specializes in farming (wheat, vegetables), fishery, and animal breeding. The farm is located approximately 60 km from Astana, the new capital of Kazakhstan, and employs 10 full-time workers. Currently, the farm has no debts, and according to the farm's representative, it generates some profit, which is a rarity in Kazakhstan. The farm is a member of KazAgro — an association of Kazakhstan farmers, which participates in World Bank agribusiness projects.

The farm plans to expand its business to include the development of its sandpit. Since 1998, it has been holding a license to produce sand for construction. According to the farm's representative, Astana and Akmola Oblast, due to their new status and the serious demand for new construction, present an excellent market for good-quality and low-priced construction sand. The farm has concluded preliminary supply agreements with some regional construction companies. Revenues generated from sand selling will be reinvested in the farm's development.

Aitmurzin's farm seeks a U.S. investor/partner to produce sand for the Kazakhstani market. The farm seeks a US\$150,000 loan with a 13 percent annual interest rate for five years. As a mortgage, the farm offers its property and a mortgage guaranteed by KazAgro. A detailed business plan in Russian is available upon request. The company cannot conduct business in English.

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Source: BISNIS Representative in Kazakhstan



Industry: Entertainment/Tourism

Company: Ainalain Koktobe

Ainalain Koktobe (AK) was established in January 1995. AK specializes in managing and developing Koktobe mountain — a unique picturesque recreation area with various seasonal entertainment opportunities. Koktobe mountain (total area of 94 hectares) is connected to downtown Almaty by cable car. It has an excellent panoramic view of Almaty, the Alatau mountains, and growing entertainment facilities. Koktobe is very popular with the expatriate local population and presents one of Almaty's main tourist attractions.

AK currently employs 17 people and is supervising its four branch companies operating on Koktobe. Since 1996, in conjunction with several Kazakhstani construction companies, AK has rehabilitated the cable car (originally constructed in 1967) and an access road; repaired an electrical power sub-station; constructed portable water and irrigation pipelines and sewage systems; established new outdoor viewing decks, cafes, bars, and ski and sliding tracks; rehabilitated a restaurant offering traditional Kazakh cuisine; arranged gardening, retail, and geological supervision of the territory; and organized security. AK's 1998 sales and production volume totaled approximately US\$100,000.

Assisted by an International Executive Service Corps expert, AK developed the Program of Full Rehabilitation and Further Development of Koktobe Mountain. The program includes establishing four picnic-sites decorated in traditional Kazakh style (placing specialized woodcut furniture and renting specialized equipment); creating an entertainment area for children (shooting gallery, motor-racing circuit, trampolines, roller coaster); organizing sale and rental of kites; site construction for various mass shows; organizing mountain biking (construction of track, sales, repair, renting of machines); and other initiatives.

Mr. Koishybekov, the AK Director is among the founders of the Kazakhstani Association of Town Planners and is participating in the development of town-planning legislation in Kazakhstan. He has awards for participating in the former USSR and national Kazakhstani town-planning competitions; he took part in planning 80 percent of the construction in Almaty and developing several cities in central Kazakhstan. Mr. Koishybekov has very strong working relationships with Almaty's city administration, the Kazakhstani Government, and

has very good knowledge of the construction industry and entertainment business. He plans to expand the company's business to include several housing projects in Kazakhstan.

AK seeks a U.S. long-term business partner to fully develop the Koktobe mountain, help AK provide a full range of high-quality entertainment services in Almaty, and expand business to include housing and other projects in Kazakhstan. A business plan in Russian and English is available upon request. The company can conduct business in English.

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Source: BISNIS Representative in Kazakhstan



Industry: Food Processing

Company: Vakkh

Vakkh, established in 1998 and privatized in 1999, specializes in the production and bottling of wine made from fruits and berries. In 1999, the firm sold over 6,000 bottles of wine. According to the firm's representative, Vakkh has developed a new product, wine with mountain honey as one of its ingredients.

Vakkh employs 50 people. The plant is located 18 kilometers from Almaty. It owns 1,871 sq. m. of production space and has production infrastructure such as access roads, a water supply, and an electricity supply. Local and regional trading companies are Vakkh's major buyers. The company plans to expand its business to include the production of juices, fruit purees, and desserts.

Vakkh seeks a U.S. investor/joint venture partner to produce wine and other fruit and berry products for the Kazakhstani market and for export. This investment project is subject to substantial tax holidays since it is in the food processing sector — a priority sector for the government of Kazakhstan. An investment proposal in Russian or English is available upon request. The company can conduct business in English.

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Source: BISNIS Representative in Kazakhstan

KYRGYZSTAN

Industry: Chemical and Metallurgical Production

Company: The Kyrgyz Chemical and Metallurgical Plant

The Kyrgyz Chemical and Metallurgical Plant was established in 1942. In 1995, the company was privatized. Currently, the government owns a 70 percent share in the company's property. The plant specializes in producing rare-earth metals and their oxides, and semiconductors, including monocrystalline silicon, epitaxy structures, and photoelectric converters. It has 1,100 employees and owns 271.3 hectares of land, including industrial, warehouse, and office spaces with convenient auto and railroad communications. In 1998, the company's sales amounted to US\$1.2 million. It sells its products to England, Austria, Germany, Japan, and Russia.

Currently, the company is seeking a U.S. partner to buy equipment for semiconductor production as well as an agent to sell its products in the United States. The plant has an audited financial statement and business plan in English.

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Source: BISNIS Representative in Kyrgyzstan

ALTAY REGION, RUSSIA

Industry: Medical Instruments

Company: Altai Instrument-Making Plant, Rotor

The Altai Instrument-Making Plant, Rotor company was established in 1964, and employs 338 people. The company specializes in manufacturing modern medical equipment, particularly the following medical devices: "Ultraton-AMP-2 INT," designed for electrotherapy; "Musson-1," designed for treating respiratory organs; "Magnolya," applied in traumatology, pulmonology, gastroenterology, dermatology, neuropathology, and dentistry; "Inal-M1," applied in aerosol therapy; "Elf-1," designed for individual prevention and nonmedicine treatment of bronchial-lung diseases. The company has unique industrial facilities which meet special requirements of cleanliness, humidity, temperature, and other parameters. It has a highly qualified staff and equipment for manufacturing the products.

The company seeks a joint venture with a U.S. company to expand the production of its medical devices. A feasibility study is available upon request.

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Source: BISNIS Representative, Novosibirsk



Industry: Pharmaceuticals

Company: Unifarm, Ltd.

Unifarm, Ltd., was established in 1988. The company specializes in producing pharmaceuticals, and medicinal preparations from natural raw materials, and pharmaceuticals for wholesale and retail sale. The company has its own network of drug stores. It holds licenses to sell the pharmaceuticals. It employs 160 people. The total area of its production space, warehouses, and offices is 4,600 sq. m. The company has international business experience with companies located in England, Hungary, the United States, and Poland.

Unifarm plans to expand its business to include the production of solutions for intravenous injections: glucose solutions, sodium and potassium chloride, and antibiotic solutions. The company seeks a joint venture or U.S. investor to expand its production of sea buckthorn oil. A potential partner would contribute modern equipment. The company will contribute its production space and qualified work force.

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Source: BISNIS Representative in Novosibirsk



Industry: Dairy

Company: AltaiMolProm

AltaiMolProm was established in 1958. The company specializes in producing dairy products, such as milk, yogurt, and sour cream. The company employs 72 people. It plans to expand its business to include the production of sterilized milk with the use of aseptic bottling in modern packs made of laminated paper with a dosage from 0.5 to 1 liter.

The company seeks a U.S. investor or a joint venture to produce sterilized milk. A potential partner would contribute modern equipment. The company will contribute its production space with all the necessary facilities and its qualified work force.

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Source: BISNIS Representative in Novosibirsk

MOSCOW, RUSSIA

Industry: Automotive

Company: Auto Master Trading

The Auto Master Trading company was established in 1993 and currently employs 46 people. The company specializes in wholesale and retail of car parts and other car-related products through its four stores. The company is a distributor of the European division of the U.S. company Federal Mogul (Champion brand). In addition, the company is a distributor of Lemforder, Jurid, Elring, Loctite, and British Petroleum. The company's customer base consists of local firms (40 percent) and regional firms (60 percent). The company leases warehouses (1,000 sq. m.), office space (300 sq. m.), and retail space (389 sq. m.) Its management participated in the U.S. Department of Commerce' SABIT training program.

The company seeks to become a distributor of U.S. manufacturers/suppliers of car parts and related products, including auto filters, seat belts, windshields, and auto oils and lubricants. Although the company will consider various terms of payment, including 100 percent prepayment, it prefers to obtain a credit line from a supplier to facilitate a substantial turnover of goods. The company can conduct business in English.

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Source: Auto Master Trading

NIZHNY NOVGOROD, RUSSIA

Industry: Recycling of Polyethylene

Company: Transfert

The limited liability company Transfert was established in 1997. It employs 60 workers. The company is a dealer for a few chemical companies in the Nizhny Novgorod Oblast. It also produces consumer products of polystyrene. Transfert leases a warehouse of 100 sq. m. and a production facility of 200 sq. m. The lease will expire in 2001. The company's annual sales total US\$250,000. It benefits from tax privileges (lower local tax rates).

Transfert is willing to set up a joint venture with a U.S. company to recycle polyethylene from chemical waste. The Russian company would provide production space, labor, and administrative and logistical support. A business plan in English and Russian is available upon request. Transfert can conduct business in English.

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Source: BISNIS Representative in Nizhny Novgorod



Industry: Sugar-Making and Medical Equipment

Company: AGAT

AGAT, a state-owned enterprise, was established in 1969. It employs over 1,000 workers. AGAT specializes in manufacturing gas laser units, cutting and welding machines, and microwave wireless telecommunication equipment. The company owns production space with 18,257 sq. m of space, and warehouses with 4,380 sq. m of space. It has had a business relationship with the Czech company BRANO.

AGAT is seeking a U.S. investor to manufacture filters for sugar production and medical equipment. The Russian company will provide production space, labor, and some equipment. A business plan in Russian and English is available upon request. AGAT can conduct business in English.

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Source: BISNIS Representative in Nizhny Novgorod

VORONEZH, RUSSIA

Industry: Rubber Recycling

Company: Kalashny Ryad

Kalashny Ryad is a limited liability partnership founded in 1991. The company works in several fields mainly through partnership agreements with other companies. It started a paintball club, and café for participants, which is 10 percent of its business activities. Jointly with VoronezhTransService company, Kalashny Ryad operates a fleet of buses. It is the only private company that provides bus transportation services around the city. These services are 60 percent of its business. It also has a parking lot, for the final 30 percent of its business. It employs 17 people, and owns 400 sq. m. of space for the paintball club and café. Kalashny Ryad rents 120 sq. m. of office space and 2,700 sq. m. of vacant production space for bus parking with two hectares of land used for automobile parking lots. The annual sales of the Russian company equal US\$39,140.

Kalashny Ryad works on a partnership basis with a Technological Laboratory that in the frame of Russia's conversion program has developed a unique "ozone knife" technology for processing used tires. The technology has already been patented in Russia and the United States and has won the Golden Diploma of Geneva Exhibition. This technology is considered commercially viable and allows for the establishment of production plants with a 1.5-year payback period. According to a market study, a plant that processes 10,000 tons of tires would

generate US\$2 million in profit. According to the lowest estimate, over 130,000 tons of used tires are available in the European part of Russia for processing.

The OK technology (stands for "O"zone-"K"nife) creates special conditions for processing items from rubber and metallic-cord tires that essentially "repeat" the natural cycle of rubber destruction. The technology is ecologically safe; and the end-product is in the form of rubber crumb which is widely utilized in the industry.

Currently, two OK-technology machines for processing tires and for destruction of any type of rubber pieces (cables, hoses, etc.) are being tested. A pilot project for processing 10,000 tons per year has been implemented in Voronezh by Voronezh-Utro, a specially organized closed joint-stock company. Currently, the company seeks a U.S. partner to develop the technology. The estimated project cost is US\$3 million, which also includes further research on alternative uses for rubber crumbs. This investment project successfully participated in the Voronezh Investment Project Competition and was granted tax privileges for three years. A business plan is available in Russian.

A market study showed significant demand for the end-product of rubber processing. The crumb can be used in road building, absorption of petroleum products, production of construction concrete. It also can be added in polypropylene and polyurethane. Several organizations have already filed requests for the product.

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Source: BISNIS Representative in Moscow

UZBEKISTAN

Industry: Consulting

Company: Slaviya-Service

Slaviya-Service was established in 1994 and provides consulting services, such as representation services, registration of companies and joint ventures, consulting to find local partners, and opening subsidiaries and representation offices in Uzbekistan. The company's annual sales are 1 million soum. Its primary clients are foreign firms from Russia, Pakistan, India, Korea, United States, Turkey, Belgium, Lithuania, and Byelorussia. The company employs five specialists. Slaviya-Service is interested in cooperating with U.S. consulting and investment companies to expand its operation by developing projects to attract foreign investment to small and medium-sized businesses in Uzbekistan and import-export operations between two countries. The company needs the ex-

pertise of an American company in the field of marketing and advertisement. A business plan is available upon request.

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Source: BISNIS Representative in Uzbekistan



Industry: Packaging Equipment

Company: Model-Design Office Uzpakmashavtomat

The Model-Design Office Uzpakmashavtomat is a bureau in the Uzmashprom association (Uzbek Machinery Industry). It has been working in the field for 30 years. The firm is mainly involved in producing a diverse group of filling and packaging equipment for different branches of industry. The firm has a solid technological basis and background. Currently, it is looking for an American partner to bring new technology for manufacturing high-quality packaging and filling equipment. Adequate spare parts and blow molds, which is of a priority demand in the Republic, is also needed.

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Source: BISNIS Representative in Uzbekistan



Industry: Chemicals

Company: Samarqand Chemical Plant

Samarqand Chemical Plant is part of the Chemical Industry Association of Uzbekistan. The plant produces mineral fertilizers, which have lucrative export potential. According to the government's recent decisions, by the year 2000, Samarqand Chemical Plant will be subject to privatization. Thus, the plant is looking for an American partner interested in privatizing the plant or becoming a shareholder. For additional information on the terms and conditions of the privatization program, contact the plant's director.

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Source: BISNIS Representative in Uzbekistan



Industry: Food Processing

Company: Atlantic-Vistok

Atlantic-Vostok was established in 1991 with a staff of 25. The production factory was privatized by the company in 1994. The company owns 31,786 sq. m. of land, which includes production workshops, warehouses, and administrative offices. The company is mainly engaged in food processing activities and the production of preserved food, such as jams, juices, tomato sauces, tomato paste, and preserved and marinated cucumbers and tomatoes. Besides food processing operations, the company also conducts trading operations and transport services. Its annual volume of production is 1 million bottles, and annual sales total 65 million soum (US\$500,000 at the official bank rate and US\$100,000 at the market rate). Twenty-five percent of its production is exported to Russia. Since 1993, the company began trading operations such as importing automobiles from Germany and the United States, metal from Russia, and construction materials from China and Russia. The company has a U.S. partner, Flex North Atlantic Inc.

Atlantic Vostok is interested in setting up a joint venture with a U.S. partner for food processing operations. The company needs fruits and vegetable storage equipment and seeks a company that can provide equipment for cooling, filling, and packaging. A business plan in English, drafted by U.S. experts, is available upon request.

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Source: BISNIS Representative in Uzbekistan



Industry: Plastic Packaging

Company: Aloaliah

Aloaliah was established in 1994 and privatized in 1996. There are 12 employees working for the company, which produces plastic products, such as polyethylene for electric-assembling works. There is also a sewing workshop, which manufactures linen. The company's annual sales total 8 million soum. Aloaliah is looking for a U.S. partner to start manufacturing packaging made of polyethylene for nonalcoholic beverages and cooking oil. The company owns 160 sq. m. of land used for production, 40 sq. m. for warehouse space, and 100 sq. m. of land. A business plan in English is available upon request.

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Source: BISNIS Representative in Uzbekistan

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